## Term 2020.3 (Apr. 2019~Sep. 2019) Outine of Financial Results

## Analysis of present strites and future prospects



## ROUND ONE Corporation

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Tokyo Stock Exchange First Section Code Number: 4680

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# Analysis of consolidated operating results (1) <br> Apr. 2019~Sep. 2019 Actual [Year-on-yearl 

(Unit $¥ b n$ ) ※Figures below $¥ 10$ million have been truncated. Percentage is rounded off to one decimal place.

|  |  | Unit | Term 2019.3 Actual <br> $(2018.4 \sim 2018.9)$ | Term 2020.3 Actual <br> $(2019.4 \sim 2019.9)$ | Differ(\%) |
| :--- | :--- | :--- | ---: | ---: | ---: |
| Stores | Total stores at the end <br> of the term 1 | Store | 131 | 137 | +4.6 |
|  | No. of months total <br> stores operation | Month | 768 | 818 | +6.5 |

(1) [Differ in number of stores]

Japan (103 stores): 3 store closings The USA ( 34 stores): 9 store openings 2 [Ordinary income]

Term 2019.3 2nd Q Actual Ordinary income $\quad ¥ 4.51 \mathrm{bn}$
Japan Ordinary income \& loss +¥1.17bn
[ [reakdown]
$+¥ 1.84$ bn
$+¥ 0.10$ bn
$¥(0.25)$ bn
¥(0.20) bn
$¥(0.19)$ bn
¥(0.14)bn
$+¥ 0.01$ bn
The USA Ordinary income \& loss $+¥ 0.03$ bn
[Breakdown] Increase in income due to increase in
No. of months total stores operation
Decrease in existing stores sales
Decrease in initial investment $+\ldots 0.04 \mathrm{bn}$
Others $\quad ¥(0.07)$ bn
Other areas Ordinary income \& loss $\quad ¥(0.01)$ bn
Term 2020.3 2nd Q Actual Ordinary income $¥ 5.70$ bn
(3) [Extraordinary income \& loss breakdown]

Term 2019.3 2nd $Q$ Actual Extraordinary loss $¥(0.31)$ bn

- Loss on sale of fixed assets, etc. $¥(0.07)$ bn
- Loss on disposal of fixed assets, etc. $¥(0.24)$ bn

Term 2020.3 2nd $Q$ Actual Extraordinary loss $¥(0.29)$ bn

- Loss on disposal of fixed assets, etc. $¥(0.29)$ bn


## Analysis of consolidated operating results (2) Apr. 2019~Sep. 2019 Actual [Actual and Plan]

(Unit $¥ b n$ ) Figures below $¥ 10$ million have been truncated. Percentage is rounded off to one decimal place.

|  |  |  | Unit | $\begin{array}{\|l\|} \hline \text { Term 2020.3 Plan } \\ (2019.4 \sim 2019.9) \end{array}$ | Term 2020.3 Actual (2019.4~2019.9) | Differ(\%) |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Stores |  | Total stores at the end of the term | Store | 137 | 137 | - |
|  |  | No. of months total stores operation | Month | 818 | 818 | - |
| Bowling <br> Amusement |  |  |  | 12.21 | 12.05 | (1.3) |
|  |  |  |  | 27.42 | 27.08 | (1.2) |
| P/L | Karaoke <br> (including other sales of the USA) |  |  | 5.82 | 5.66 | (2.8) |
|  | Spo-cha |  |  | 6.77 | 6.81 | +0.5 |
|  |  | Others |  | 1.44 | 1.58 | +9.5 |
|  | otal sales |  |  | 53.68 | 53.18 | (0.9) |
|  | Cost of sales |  |  | 46.47 | 45.69 | (1.7) |
|  | Gross profit |  |  | 7.21 | 7.49 | +4.0 |
|  | S.G.A. expenses |  |  | 1.54 | 1.68 | +9.3 |
|  | Operating income |  |  | 5.67 | 5.81 | +2.5 |
|  | Non-operating income \& expenses |  |  | (0.14) | (0.11) | +20.3 |
|  | Ordinary income ${ }^{1}$ |  |  | 5.53 | 5.70 | +3.1 |
|  | Ordinary income margin |  |  | 10.3\% | 10.7\% | - |
|  | Extraordinary income \& loss (2) |  |  | (0.20) | (0.29) | (49.2) |
|  | Net income before tax |  |  | 5.33 | 5.40 | +1.4 |
|  | Corporate tax |  |  | 1.80 | 1.69 | (5.6) |
|  | Net income |  |  | 3.53 | 3.70 | +5.0 |

(1) [Ordinary income]

| Term 2020.3 2nd Q Plan Ordinary income |  | $¥ 5.53 \mathrm{bn}$ |
| :---: | :---: | :---: |
| Japan Ordinary income \& loss |  | +¥0.71 ${ }^{\text {bn }}$ |
| [Breakdown] | Increase in sales | +¥0.24bn |
|  | Decrease in lease fee | +¥0.32bn |
|  | Decrease in supplies exp. | +¥0.12bn |
|  | Decrease in utilities | +¥0.08bn |
|  | Decrease in depreciation exp. | + $¥ 0.05$ bn |
|  | Insurance payment receivable | +¥0.05bn |
|  | Increase in commission fee | $¥(0.16)$ bn |
|  | Others | ¥0.01bn |
| The USA Ordinary income \& loss |  | ¥ 0 (0.52) bn |
| [Breakdown] | Decrease in sales | $¥(0.73) \mathrm{bn}$ |
|  | Decrease in expenses etc. due to sales decrease | +¥0.21bn |
| Other areas Ordinary income \& loss |  | ¥(0.01) bn |
| Term 2020.3 2nd Q Actual Ordinary income |  | $¥ 5.70$ bn |

(2)[Extraordinary income \& loss breakdown]

Term 2020.3 2nd Q Plan Extraordinary loss $¥(0.20)$ bn

- Loss on disposal of fixed assets, etc. $¥(0.20)$ bn

Term 2020.3 2nd Q Actual Extraordinary loss $¥(0.29)$ bn - Loss on disposal of fixed assets, etc. $¥(0.29) \mathrm{bn}$

## Term 2020.3 Original Plan and Revised Plan (Consolidated/Japan/the USA)

## Consolidated Original Plan and Revised Plan

(Unit $¥ \mathrm{bn}$ ) ※Figures below $\mathbf{¥ 1 0}$ million have been truncated. Percentage is rounded off to one decimal place.

|  |  | 1st half |  |  | 2nd half |  |  | Term |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Original Plan | Actual | Differ(\%) | Original Plan | Revised Plan | Differ(\%) | Original Plan | Revised Plan | Differ(\%) |
| P / L | Total sales | 53.68 | 53.18 | (0.9) | 55.62 | 54.45 | (2.1) | 109.30 | 107.64 | (1.5) |
|  | Operating income | 5.67 | 5.81 | +2.5 | 6.20 | 5.99 | (3.2) | 11.87 | 11.81 | (0.5) |
|  | Ordinary income | 5.53 | 5.70 | +3.1 | 6.07 | 5.89 | (2.8) | 11.60 | 11.60 | - |
|  | Net income before tax | 5.33 | 5.40 | +1.4 | 5.27 | 4.45 | (15.5) | 10.60 | 9.85 | (7.0) |
|  | Net income | 3.53 | 3.70 | +5.0 | 3.37 | 2.71 | (19.3) | 6.90 | 6.42 | (6.9) |

## Japan Original Plan and Revised Plan

|  |  | 1st half |  |  | 2nd half |  |  | Term |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Original Plan | Actual | Differ(\%) | Original Plan | Revised Plan | Differ(\%) | Original Plan | Revised Plan | Differ(\%) |
| P / L | Total sales | 43.25 | 43.49 | +0.6 | 42.65 | 42.65 | - | 85.90 | 86.14 | +0.3 |
|  | Operating income | 4.55 | 5.20 | +14.5 | 4.79 | 4.97 | +3.9 | 9.34 | 10.18 | +9.1 |
|  | Ordinary income | 4.48 | 5.19 | +15.9 | 4.72 | 4.90 | +4.0 | 9.20 | 10.10 | +9.8 |
|  | Net income before tax | 4.58 | 4.99 | +9.1 | 4.32 | 4.11 | (4.8) | 8.90 | 9.10 | +2.4 |
|  | Net income | 2.98 | 3.41 | +14.5 | 2.67 | 2.46 | (7.8) | 5.65 | 5.87 | +4.0 |

## The USA Original Plan and Revised Plan

|  |  | 1st half |  |  | 2nd half |  |  | Term |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Original Plan | Actual | Differ(\%) | Original Plan | Revised Plan | Differ(\%) | Original Plan | Revised Plan | Differ(\%) |
| $\mathbf{P} / \mathbf{L}$ | Total sales | 10.43 | 9.69 | (7.0) | 12.97 | 11.80 | (9.0) | 23.40 | 21.50 | (8.1) |
|  | Operating income | 1.12 | 0.58 | (47.6) | 1.41 | 1.03 | (26.4) | 2.53 | 1.62 | (35.8) |
|  | Ordinary income | 1.05 | 0.52 | (49.6) | 1.35 | 0.97 | (28.1) | 2.40 | 1.50 | (37.5) |
|  | Net income before tax | 0.75 | 0.42 | (43.5) | 0.95 | 0.32 | (65.7) | 1.70 | 0.74 | (55.9) |
|  | Net income | 0.55 | 0.31 | (43.4) | 0.70 | 0.23 | (65.7) | 1.25 | 0.55 | (55.9) |

※ Original Plan indicates the plan announced on May 8, 2019

## Term 2020．3 Basis for Plan Revision

## 【Japan Ordinary income $¥ 0.90$ bn increase Major factors】

| Revision in Sales <br> $¥ 0.24$ bn increase <br> ［Original Plan $¥ 85.90 \mathrm{bn} \Rightarrow$ Revised Plan $¥ 86.14 \mathrm{bn}$ ］ <br> Increase in Sales of the 1st half is reflected．No revision in the $\mathbf{2 n d}$ half plan has been made． |  |  |
| :---: | :---: | :---: |
|  |  |  |
| Decrease in Lease Fee $¥ 0.52 \mathrm{bn}$ and other expenses |  | ［Original Plan $¥ 74.21 \mathrm{bn} \Rightarrow$ Revised Plan $¥ 73.58 \mathrm{bn}$ ］ |
| 【The USA Ordinary income $¥ 0.90$ bn decrease Major factor】 |  |  |
| Revision in Sales Year－on－year existing sto | $¥ 1.89$ bn decrease les has been revised | ［Original Plan $¥ 23.40 \mathrm{bn} \Rightarrow$ Revised Plan $¥ 21.50 \mathrm{bn}$ ］ （1．1）\％to（6．1）\％． |

## 【Consolidated Net income before tax $¥ 0.74$ bn decrease Major factor】

$\bullet$ Revision of Impairment loss $\quad ¥ 0.64 b n$ increase $\quad$［Original Plan $¥ 0.60 \mathrm{bn} \Rightarrow$ Revised Plan $¥ 1.24 \mathrm{bn}$ ］ Booked for $\mathbf{2}$ low profitability stores（Stonecrest，Jefferson）．

## Term 2020.3 Consolidated plan store openings and closings, P / L

※Figures below $¥ 10$ million have been truncated. Percentage is rounded off to one decimal place.

|  |  | Unit | Term 2019.3 |  |  | Term 2020.3 |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  <br> Consolidated <br> Actual | Actual | $\begin{array}{\|l\|} \hline \text { The USA } \\ \hline \text { Actual } \\ \hline \end{array}$ | Consolidated |  | Japan |  | The USA 3 ) |  |
|  |  | $\begin{aligned} & \hline \text { Revised } \\ & \text { Plan } \end{aligned}$ |  |  | Differ(\%) | $\begin{array}{\|l} \hline \text { Revised } \\ \text { Plan } \end{array}$ | Differ(\%) | $\begin{aligned} & \text { Revised } \\ & \text { Plan } \\ & \hline \end{aligned}$ | Differ(\%) |
| Stores (1) | Store openings and closings |  | Store | +8 | (3) | +11 | +8 | - | (2) | +33.3 | +10 | (9.1) |
|  | No. of total stores (at the end of term) | Store | 137 | 105 | 32 | 145 | +5.8 | 103 | (1.9) | 42 | +31.3 |
|  |  | Store <br> Store | $\begin{array}{r} 21 \\ 116 \\ \hline \end{array}$ | 21 | 32 |  | +6.9 | 21 82 | (2.4) | 42 | +31.3 |
|  | No. of months total stores operation | Month | 1,560 | 1,265 | 295 | 1,660 | +6.4 | 1,241 | (1.9) | 419 | +42.0 |
| P/L | Bowling | ¥bn | 24.29 | 22.14 | 2.15 | 24.97 | +2.8 | 22.25 | +0.5 | 2.71 | +25.8 |
|  | Amusement | ¥bn | 49.68 | 38.79 | 10.89 | 53.94 | +8.6 | 39.49 | +1.8 | 14.45 | +32.7 |
|  | Käräāke <br> (including other sales of the USA) | ¥bn | 10.94 | 7.65 | 3.29 | 12.02 | +9.9 | 7.68 | +0.5 | 4.33 | +31.8 |
|  | Spo-cha | \#bn | 13.46 | 13.46 | - | 13.66 | +1.5 | 13.66 | +1.5 | - | - |
|  | Others | ¥bn | 2.92 | 2.92 | - | 3.03 | +3.9 | 3.03 | +3.9 | - | - |
|  | Total sales | ¥bn | 101.31 | 84.97 | 16.34 | 107.64 | +6.2 | 86.14 | +1.4 | 21.50 | +31.6 |
|  | Operating income | ¥bn | 11.44 | 9.76 | 1.63 | 11.81 | +3.2 | 10.18 | +4.4 | 1.62 | (0.6) |
|  | Ordinary income | ¥bn | 11.22 | 9.68 | 1.53 | 11.60 | +3.4 | 10.10 | +4.3 | 1.50 | (2.0) |
|  | Ordinary income margin | \% | 11.1\% | 11.4\% | 9.4\% | 10.8\% | - | 11.7\% | - | 7.0\% | - |
|  | Extraordinary income \& loss (2) | ¥bn | (1.13) | (0.59) | (0.53) | (1.74) | (54.0) | (0.99) | (66.2) | (0.75) | (40.5) |
|  | Net income before tax | ¥bn | 10.08 | 9.09 | 0.99 | 9.85 | (2.3) | 9.10 | +0.2 | 0.74 | (24.8) |
|  | Corporate tax | ¥bn | 2.92 | 2.66 | 0.26 | 3.43 | +17.2 | 3.23 | +21.5 | 0.19 | (25.7) |
|  | Net income | ¥bn | 7.15 | 6.42 | 0.72 | 6.42 | (10.3) | 5.87 | (8.6) | 0.55 | (24.5) |

[^0]Change has made on November 8, 2019
(Originally announced on May 8, 2019.)

## Japan Sales and Year-on-year comparison of existing stores (Actual and plan)

Revised Japan sales plan reflects 1 st half actual results. No change in the 2 nd half plan has been made.
 ※Figures below $¥ 10$ million have been truncated. ※ Percentage is rounded off to one decimal place.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit |  | 1st Q |  |  | 2nd Q |  |  | 1st hal |  | 3rd Q | 4th Q | 2nd half | Term |
|  |  | Plan | Actual | Differ(\%) | Plan | Actual | Differ(\%) | Plan | Actual | Differ(\%) | Plan | Plan | Plan | Revised Plan |
| Bowling | ¥bn | 5.26 | 5.26 | +0.0 | 5.63 | 5.50 | (2.2) | 10.90 | 10.77 | (1.1) | 4.84 | 6.63 | 11.48 | 22.25 |
| Amusement | ¥bn | 9.39 | 9.56 | +1.7 | 10.90 | 10.89 | (0.1) | 20.30 | 20.45 | +0.8 | 9.08 | 9.95 | 19.04 | 39.49 |
| Karaoke | ¥bn | 1.79 | 1.85 | +3.5 | 2.03 | 2.01 | (1.2) | 3.83 | 3.86 | +1.0 | 1.73 | 2.08 | 3.82 | 7.68 |
| Spo-cha | ¥bn | 3.12 | 3.25 | +4.1 | 3.65 | 3.55 | (2.5) | 6.77 | 6.81 | +0.5 | 2.67 | 4.18 | 6.85 | 13.66 |
| Others | ¥bn | 0.70 | 0.76 | +8.1 | 0.73 | 0.81 | +10.8 | 1.44 | 1.58 | +9.5 | 0.67 | 0.78 | 1.45 | 3.03 |
| Total sales | ¥bn | 20.29 | 20.70 | +2.0 | 22.95 | 22.78 | (0.7) | 43.25 | 43.49 | +0.6 | 19.02 | 23.62 | 42.65 | 86.14 |
| No. of total stores in Japan (at the end of every term) |  | 104 | 104 | - | 103 | 103 | - | 103 | 103 | - | 103 | 103 | 103 | 103 |

※ Revised Plan of the Term =Actual of the 1st half + Plan of the 2nd half (Nothing has been revised from the Original Plan).

## Japan year-on-year comparison of existing stores

 (Actual and plan)|  |  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | Unit |  | 1st Q |  |  | 2nd Q |  |  | 1st half |  | 3rd Q | 4th Q | 2nd half | Term |
|  |  | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Actual | Differ | Plan | Plan | Plan | Revised Plan |
| Bowling | \% | +5.1 | +5.0 | (0.1) | +3.5 | +1.1 | (2.4) | +4.3 | +3.0 | (1.3) | +1.8 | +1.0 | +1.4 | +2.2 |
| Amusement | \% | +9.1 | +11.0 | +1.9 | +4.3 | +4.2 | (0.1) | +6.5 | +7.2 | +0.7 | (1.2) | (3.7) | (2.5) | +2.3 |
| Karaoke | \% | +3.7 | +7.3 | +3.6 | +2.3 | +0.9 | (1.4) | +2.9 | +3.9 | +1.0 | +0.6 | +0.2 | +0.4 | +2.1 |
| Spo-cha | \% | +0.7 | +5.2 | +4.5 | (0.4) | (2.8) | (2.4) | +0.1 | +0.8 | +0.7 | +3.8 | (0.7) | +1.0 | +0.9 |
| Others | \% | +2.7 | +11.0 | +8.3 | +1.2 | +11.9 | +10.7 | +2.0 | +11.4 | +9.4 | +0.4 | +1.0 | +0.7 | +6.0 |
| Total sales | \% | +6.0 | +8.1 | +2.1 | +3.1 | +2.2 | (0.9) | +4.4 | +5.0 | +0.6 | +0.5 | (1.4) | (0.6) | +2.1 |
| Number of Sat/Sun/Hol vs pre year | Days | +3 | +3 | - | $\pm 0$ | $\pm 0$ | - | +3 | +3 | - | $\pm 0$ | +1 | +1 | +4 |
| No. of existing stores in Japan (at the end of every term |  | 103 | 103 | - | 103 | 103 | - | 103 | 103 | - | 103 | 103 | 103 | 103 |

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## The USA Sales and Year-on-year comparison of existing stores (Actual and plan)

## The USA sales (Actual and plan)

Plan of the Term has been revised on November 8, 2019.
Please refer to page 15,16 and 18 for the number of stores.
※Figures below $¥ 10$ million have been truncated.

|  | Unit | 1st Q |  |  | 2nd Q |  |  | 1st half |  |  | 3rd Q | 4th Q | 2nd half | Term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | $\begin{array}{\|c} \hline \text { Original } \\ \text { Plan } \end{array}$ | Actual | Differ(\%) | Original | Actual | Differ(\%) | $\begin{array}{\|c} \hline \text { Original } \\ \text { Plan } \end{array}$ | Actual | Differ(\%) | $\begin{gathered} \text { Revised } \\ \text { Plan } \\ \hline \end{gathered}$ | $\begin{array}{\|c} \hline \text { Revised } \\ \text { Plan } \end{array}$ | $\begin{gathered} \text { Revised } \\ \text { Plan } \\ \hline \end{gathered}$ | $\begin{array}{\|} \text { Revised } \\ \text { Plan } \end{array}$ |
| Bowling | ¥bn | 0.64 | 0.64 | +0.8 | 0.67 | 0.62 | (6.7) | 1.31 | 1.27 | (3.0) | 0.61 | 0.82 | 1.43 | 2.71 |
| Amusement | ¥bn | 3.39 | 3.29 | (2.9) | 3.72 | 3.33 | (10.6) | 7.12 | 6.62 | (6.9) | 3.26 | 4.56 | 7.82 | 14.45 |
| Karaoke, etc.(1),(2) | ¥bn | 0.95 | 0.91 | (4.8) | 1.04 | 0.88 | (14.8) | 1.99 | 1.79 | (10.0) | 1.11 | 1.43 | 2.54 | 4.33 |
| Total sales | ¥bn | 4.98 | 4.85 | (2.8) | 5.44 | 4.84 | (10.9) | 10.43 | 9.69 | (7.0) | 4.98 | 6.82 | 11.80 | 21.50 |
| No. of total stores in (at the end of every | mid | 32 | 32 | - | 34 | 34 | - | 34 | 34 | - | 39 | 42 | 42 | 42 |

※ In calculation of original plan exchange rate $\$ 1=¥ 110.00$ is used, in calculation of actual exchange rate $\$ 1=¥ 108.60$ is used, in calculation of revised plan exchange rate $\$ 1=¥ 109.00$ is used.
(1) Karaoke, etc. sales is mostly food \& beverage sales.
(2) Sales for implemented "All Inclusive Party" Plan (all you can play and eat party plan) are included in Karaoke, etc.

## The USA year-on-year comparison of existing stores (Actual and plan)

|  | Unit | 1st Q |  |  | 2nd Q |  |  | 1st half |  |  | 3rd 0 | 4th 0 | 2nd half | Term |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  | Original Plan | Actual | Differ | Original Plan | Actual | Differ | Original Plan | Actual | Differ | Revised Plan | Revised Plan | Revised Plan | Revised Plan |
| Bowling | \% | (0.3) | (3.2) | (2.9) | (0.7) | (5.2) | (4.5) | (0.5) | (4.2) | (3.7) | (4.4) | (6.0) | (5.3) | (4.8) |
| Amusement | \% | (0.9) | (3.8) | (2.9) | (2.3) | (8.8) | (6.5) | (1.7) | (6.5) | (4.8) | (5.4) | (10.6) | (8.4) | (7.6) |
| Karaoke, etc. (1),(2) | \% | +1.6 | +3.0 | +1.4 | +5.0 | (6.5) | (11.5) | +3.4 | (2.1) | (5.5) | (4.5) | (0.8) | (2.5) | (2.4) |
| Total sales | \% | (0.4) | (2.4) | (2.0) | (0.7) | (7.9) | (7.2) | (0.5) | (5.4) | (4.9) | (5.1) | (8.0) | (6.8) | (6.1) |
| Number of Sat/Sun/Hol vs pre year | Days | $\pm 0$ | $\pm 0$ | - | (1) | (1) | - | (1) | (1) | - | $\pm 0$ | $\pm 0$ | $\pm 0$ | (1) |
| No. of existing stores in USA(at the end of every | the term) | 21 | 21 | - | 25 | 25 | - | 25 | 25 | - | 26 | 29 | 29 | 29 |

※ In year-on-year comparison of existing stores, figures for stores with operating period more than 12 month are compared in dollar.

2nd half plan for stores with operating period more than 24 months are (1.7)\% in 3rd Q, (2.2)\% in 4th $\mathbf{Q},(\mathbf{2 . 0}) \%$ in $\mathbf{2 n d}$ half, ( $\mathbf{1 . 8}$ ) \% in Term.

## Term 2020.3 Quarterly consolidated <br> Actual and plan

Plan of the Term has been revised on November 8, 2019.

|  |  |  |  |  |  |  |  |  |  |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  |  |  |  |  |  |  |  | 1st half |  | 3rd Q | 4th Q | 2nd half | Term |
|  | 1st Q |  |  | 2nd Q |  |  |  |  |  |  |  |  |  |
|  | Plan | Actual | Differ(\%) | Plan | Actual | Differ(\%) | Plan | Actual | Differ(\%) | Revised Plan | Revised Plan | Revised Plan | Revised Plan |
| Total sales | 25.28 | 25.55 | +1.1 | 28.39 | 27.63 | (2.7) | 53.68 | 53.18 | (0.9) | 24.00 | 30.45 | 54.45 | 107.64 |
| Cost of sales | 22.47 | 22.39 | (0.4) | 23.99 | 23.30 | (2.9) | 46.47 | 45.69 | (1.7) | 22.86 | 24.10 | 46.97 | 92.66 |
| Gross profit | 2.80 | 3.16 | +12.8 | 4.40 | 4.33 | (1.7) | 7.21 | 7.49 | +4.0 | 1.13 | 6.34 | 7.48 | 14.98 |
| S.G.A. expenses | 0.71 | 0.80 | +12.6 | 0.82 | 0.88 | +6.4 | 1.54 | 1.68 | +9.3 | 0.74 | 0.74 | 1.48 | 3.16 |
| Operating income | 2.09 | 2.36 | +12.9 | 3.57 | 3.45 | (3.5) | 5.67 | 5.81 | +2.5 | 0.39 | 5.60 | 5.99 | 11.81 |
| Non-operating income \& expenses | (0.06) | (0.01) | +69.9 | (0.07) | (0.09) | (22.3) | (0.14) | (0.11) | +20.3 | (0.02) | (0.07) | (0.09) | (0.21) |
| Ordinary income | 2.02 | 2.34 | +15.6 | 3.50 | 3.36 | (4.1) | 5.53 | 5.70 | +3.1 | 0.37 | 5.52 | 5.89 | 11.60 |
| Ordinary income margin | 8.0\% | 9.2\% | - | 12.3\% | 12.2\% | - | 10.3\% | 10.7\% | - | 1.5\% | 18.2\% | 10.8\% | 10.8\% |
| Extraordinary income \& loss | (0.10) | (0.24) | (147.1) | (0.10) | (0.05) | +48.8 | (0.20) | (0.29) | (49.2) | (0.10) | (1.34) | (1.44) | (1.74) |
| Net income before tax | 1.92 | 2.09 | +8.7 | 3.40 | 3.30 | (2.8) | 5.33 | 5.40 | +1.4 | 0.27 | 4.18 | 4.45 | 9.85 |
| Corporate tax | 0.63 | 0.65 | +2.4 | 1.16 | 1.04 | (10.0) | 1.80 | 1.69 | (5.6) | 0.13 | 1.59 | 1.73 | 3.43 |
| Net income | 1.28 | 1.44 | +11.9 | 2.24 | 2.26 | +1.0 | 3.53 | 3.70 | +5.0 | 0.13 | 2.58 | 2.71 | 6.42 |

## Term 2020.3 Consolidated plan Cash flow

Plan of the Term has been revised on November 8, 2019.
※Figures below $\mathbf{¥ 1 0}$ million have been truncated.

|  |  | Unit | Term 2019.3 Actual | Term 2020.3 Revised Plan |
| :---: | :---: | :---: | :---: | :---: |
| Cash | Net income before tax adjustment | ¥bn | 10.08 | 9.85 |
|  | Income tax, etc. | ¥bn | (1.95) | (1.61) |
|  | Non-cash loss (impairment loss, etc.) | ¥bn | +0.25 | +1.74 |
|  | Dividend payments | ¥bn | (1.90) | (1.90) |
|  | Depreciation (1) | ¥bn | +12.48 | +14.15 |
|  | Payment for lease obligation | ¥bn | (10.29) | (12.03) |
|  | Simplified cash flow | ¥bn | +8.66 | +10.20 |
|  | Equipment investment (excluded finance lease) (2) | ¥bn | (9.53) | (10.14) |
|  | Simplified free cash flow | ¥bn | (0.87) | +0.06 |
|  | Cash reserve | ¥bn | 22.52 | 23.28 |
|  | Interest-bearing liabilities (excluding lease liabilities) | ¥bn | 13.51 | 14.21 |
|  | Net interest-bearing liabilities | ¥bn | (9.00) | (9.06) |

## (Note) Term 2019.3 Actual:

(1) Breakdown of depreciation • . •Japan: $¥ 9.64 \mathrm{bn} /$ the USA: $¥ 2.83 \mathrm{bn}$
(2) Breakdown of equipment investment $¥(9.53)$ bn

New stores: $¥ 7.29$ bn (Japan: 1 store / $¥ 1.03 \mathrm{bn}$, the USA: 11 stores / $¥ 6.25 \mathrm{bn}$ )
Existing stores: $¥ 2.24 \mathrm{bn}$ (Japan: $¥ 1.25 \mathrm{bn}$, the USA: $¥ 0.99 \mathrm{bn}$ ) remodeling, etc.

Term 2020.3 Revised Plan:
(1) Breakdown of depreciation $\cdot \cdot$ Japan: $¥ 10.28 \mathrm{bn} /$ the USA: $¥ 3.87 \mathrm{bn}$
(2) Breakdown of equipment investment $¥ \mathbf{( 1 0 . 1 4 ) b n}$

New stores: $¥ 7.06 \mathrm{bn}$ (the USA: 11 stores / $¥ 7.06 \mathrm{bn}$ )
Existing stores: $¥ 3.07 \mathrm{bn}$ (Japan: $¥ 3.07 \mathrm{bn}$ ) remodeling, etc.

## Trend in P/L status

## Trend in P / L (Consolidated)

Plan of the Term has been revised on November 8, 2019.
(Unit $¥ b n$ ) ※Figures below $¥ 100$ million have been truncated. Percentage is rounded off to one decimal place.

| Term | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 Revised Plan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of stores at the end of term | 109 | 110 | 113 | 114 | 118 | 122 | 122 | 129 | 137 | 145 |
| Total sales | 84.3 | 89.5 | 85.9 | 84.2 | 83.9 | 83.5 | 87.7 | 95.9 | 101.3 | 107.6 |
| Ordinary income | 6.9 | 11.4 | 8.2 | 7.8 | 6.1 | 5.4 | 5.8 | 10.2 | 11.2 | 11.6 |
| Ordinary income margin | 8.2\% | 12.8\% | 9.6\% | 9.3\% | 7.3\% | 6.5\% | 6.7\% | 10.7\% | 11.1\% | 10.8\% |
| Net income | (12.6) | 2.7 | 0.6 | (19.7) | (4.5) | 0.4 | 2.7 | 8.4 | 7.1 | 6.4 |
| ROI (Return on investment) (1) | 2.9\% | 5.0\% | 4.0\% | 5.1\% | 5.9\% | 5.9\% | 6.8\% | 12.0\% | 12.4\% | 11.4\% |
| ROA (Return on assets) (2) | (15.4)\% | 3.5\% | 0.8\% | (28.9)\% | (8.4)\% | 0.9\% | 5.4\% | 15.6\% | 12.0\% | 9.7\% |
| ROA (Return on assets) 3 | (5.0)\% | 1.2\% | 0.3\% | (11.8)\% | (3.8)\% | 0.4\% | 2.7\% | 8.1\% | 6.4\% | 5.2\% |

(1) ROI calculation: Ordinary income $\div$ [ $\{($ Net assets at the beginning of term + Net assets at the end of term $) \div 2\}+\{($ Interest-bearing liabilities including lease liabilities at the beginning of term + Interest-bearing liabilities including lease liabilities at the end of term) $\div 2\}$ ]
(2) ROE calculation: Net income $\div$ \{(Shareholder equity at the beginning of term + Shareholder equity at the end of term) $\div 2\}$
(3) ROA calculation: Net income $\div$ \{(Total assets at the beginning of term + Total assets at the end of term) $\div \mathbf{2 \}}$

## Trend in P / L (Japan)

| Term | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 Revised Plan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of stores at the end of term | 108 | 109 | 111 | 111 | 113 | 113 | 107 | 108 | 105 | 103 |
| Total sales | 83.9 | 89.0 | 85.1 | 82.9 | 81.9 | 78.3 | 80.5 | 84.3 | 84.9 | 86.1 |
| Ordinary income | 7.0 | 11.4 | 8.2 | 7.8 | 6.2 | 5.0 | 5.3 | 9.2 | 9.6 | 10.1 |
| Ordinary income margin | 8.4\% | 12.9\% | 9.7\% | 9.4\% | 7.6\% | 6.5\% | 6.6\% | 11.0\% | 11.4\% | 11.7\% |
| Net income | (12.5) | 2.7 | 0.6 | (19.6) | (4.4) | 0.2 | 2.8 | 7.5 | 6.4 | 5.8 |

Trend in P / L (The USA)

| Term | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 Revised Plan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of stores at the end of term | 1 | 1 | 2 | 3 | 5 | 9 | 15 | 21 | 32 | 42 |
| Total sales | 0.3 | 0.5 | 0.7 | 1.2 | 1.9 | 5.1 | 7.2 | 11.5 | 16.3 | 21.5 |
| Ordinary income | (0.0) | 0.0 | (0.0) | 0.0 | (0.0) | 0.3 | 0.5 | 0.9 | 1.5 | 1.5 |
| Ordinary income margin | - | 4.8\% | - | 1.0\% | - | 6.7\% | 7.1\% | 8.7\% | 9.4\% | 7.0\% |
| Net income | (0.0) | 0.0 | (0.0) | (0.0) | (0.0) | 0.2 | (0.1) | 0.8 | 0.7 | 0.5 |

## Trend in year-on-year sales comparison of existing stores (Japan)

| Term | 2001.3 | 2002.3 | 2003.3 | 2004.3 | 2005.3 | 2006.3 | 2007.3 | 2008.3 | 2009.3 | 2010.3 | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 <br> Revised Plan |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| Bowling | (7.8) | (6.1) | +7.0 | +3.1 | (10.7) | +19.4 | +7.1 | +1.4 | (6.5) | (4.0) | (3.7) | +0.4 | (11.3) | (10.5) | (11.2) | (9.4) | (0.7) | +6.2 | (1.6) | +2.2 |
| Amusement | (6.6) | (18.3) | +46.6 | +12.0 | (6.2) | +11.5 | +0.1 | (6.8) | (10.8) | (9.8) | +0.0 | (1.1) | (10.7) | (1.7) | +2.2 | (7.2) | +5.5 | +5.0 | +3.1 | +2.3 |
| Karaoke | - | - | - | - | - | (4.5) | +4.0 | (1.2) | (7.3) | (13.1) | +3.4 | +15.8 | (3.7) | (1.8) | +0.4 | (7.4) | +0.6 | +1.6 | (0.7) | +2.1 |
| Spo-cha | - | - | - | - | - | - | - | (16.1) | (9.8) | (9.2) | (4.5) | +7.5 | +0.2 | +5.1 | +3.7 | +5.0 | (2.5) | +8.1 | (0.4) | +0.9 |
| Others | +37.3 | +7.8 | +21.5 | +13.7 | (14.3) | (11.3) | (9.2) | +13.2 | +11.4 | (3.9) | (14.5) | +1.3 | (6.6) | (9.9) | (1.8) | +9.9 | +1.2 | +0.7 | +1.9 | +6.0 |
| Total sales | (5.0) | (9.5) | +23.1 | +8.3 | (9.1) | +11.6 | +2.0 | (4.0) | (8.5) | (7.7) | (2.2) | +1.7 | (9.0) | (4.2) | (2.3) | (5.6) | +1.9 | +5.3 | +0.9 | +2.1 |
| No. of existing stores | 19 | 25 | 38 | 39 | 40 | 46 | 57 | 69 | 79 | 89 | 104 | 106 | 108 | 111 | 111 | 112 | 105 | 107 | 104 | 103 |



[^1]※The USA stores are excluded.
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## Trend in assets (Consolidated)

| Plan of the Term has been revised | n Novem | 8, 2019 |  |  |  | ※Figures below $\mathbf{¥ 1 0 0}$ million have been truncated. Percentage is rounded off to one decimal place |  |  |  |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| $>^{\text {Term }}$ | 2011.3 | 2012.3 | 2013.3 | 2014.3 | 2015.3 | 2016.3 | 2017.3 | 2018.3 | 2019.3 | 2020.3 <br> Revised Plan |
| Total assets | ¥252.1 bn | ¥228.2bn | ¥206.2bn | $¥ 127.1$ bn | ¥111.5bn | ¥104.5bn | ¥101.7bn | ¥106.8bn | $¥ 117.3$ bn | $¥ 130.5$ bn |
| Net assets | ¥79.0bn | ¥79.8bn | ¥78.7bn | ¥57.5bn | ¥51.6bn | $¥ 49.7 \mathrm{bn}$ | $¥ 50.8 \mathrm{bn}$ | ¥56.7bn | ¥ 62.6 bn | ¥70.5bn |
| Equity ratio | 31.3\% | 35.0\% | 38.2\% | 45.3\% | 46.3\% | 47.6\% | 50.0\% | 53.0\% | 53.3\% | 54.1\% |
| Cash reserve | ¥22.7bn | $¥ 29.4$ bn | $¥ 25.3 \mathrm{bn}$ | $¥ 25.1 \mathrm{bn}$ | ¥27.7bn | $¥ 23.1 \mathrm{bn}$ | $¥ 20.1 \mathrm{bn}$ | $¥ 23.4$ bn | ¥22.5bn | $¥ 23.2 \mathrm{bn}$ |
| Interest-bearing liabilities | $¥ 136.1$ bn | $¥ 110.9 \mathrm{bn}$ | $¥ 90.2 \mathrm{bn}$ | $¥ 36.8 \mathrm{bn}$ | $¥ 27.0 \mathrm{bn}$ | $¥ 22.8 \mathrm{bn}$ | $¥ 16.4$ bn | $¥ 13.7$ bn | $¥ 13.5$ bn | $¥ 14.2 \mathrm{bn}$ |
| Guarantee debts (1) | $¥ 8.2 \mathrm{bn}$ | - | - | - | - | - | - | - | - | - |
| Net interest-bearing liabilities (2) | $¥ 121.6$ bn | ¥81.4bn | $¥ 64.9$ bn | $¥ 11.6$ bn | $¥(0.6)$ bn | $¥(0.3) \mathrm{bn}$ | $¥(3.7)$ bn | $¥(9.7)$ bn | $¥(9.0)$ bn | $¥(9.0)$ bn |
| Lease liabilities | ¥28.4bn | ¥27.3bn | $¥ 24.6 \mathrm{bn}$ | $¥ 19.6 \mathrm{bn}$ | $¥ 16.3 \mathrm{bn}$ | $¥ 16.0 \mathrm{bn}$ | $¥ 17.9 \mathrm{bn}$ | $¥ 15.5$ bn | $¥ 19.0 \mathrm{bn}$ | $¥ 23.5$ bn |
| Net interests-bearing liabilities (3) including balance lease liabilities | $¥ 150.1$ bn | ¥108.8bn | ¥89.5bn | ¥31.2bn | $¥ 15.6 \mathrm{bn}$ | $¥ 15.6 \mathrm{bn}$ | $¥ 14.2 \mathrm{bn}$ | $¥ 5.8 \mathrm{bn}$ | $¥ 10.0 \mathrm{bn}$ | ¥14.5bn |
| New lease contract amount | $¥ 13.7$ bn | $¥ 10.6$ bn | ¥9.1bn | ¥8.1bn | ¥7.1bn | $¥ 8.8 \mathrm{bn}$ | $¥ 10.9 \mathrm{bn}$ | $¥ 8.0 \mathrm{bn}$ | $¥ 13.0 \mathrm{bn}$ | ¥16.5bn |

(Note) (1) Guarantee debts - •-loans made by subsidiaries during development periods for which ROUND ONE Corporation is jointly and severally liable. These loans will be repaid after store openings, etc. and guarantee debts will be eliminated. However, these loans are classified as interest-bearing liabilities because they are switched to long-term loans.
(2) "Net interest-bearing liabilities". . ("Interest-bearing liabilities" + "Guarantee debts") - "Cash reserve".
(3) "Net interest-bearing liabilities including lease liabilities". . "Net interest-bearing liabilities" + "Lease liabilities".
※ The lease above indicates finance lease for amusement machines and karaoke machines.

## Measures taken for existing stores

## Japan

- Elementary, junior high school age free campaign
- Campaign is continued for junior high school age or under in Bowling, Karaoke, Amusement (medals)
- "Bowling for Health" lessons
- $\mathbf{1 7 0}$ bowlers in every store $\times 100$ stores $=17$ thousand bowlers
$\rightarrow$ Installment of new amusement machines
- Operation of arcade Game "StarHorse4" (SEGA) planned to start sequentially late November.
- Operation of music Game
"beatmania IIDX LIGHTNING MODEL" (Konami Amusement) planned to start in December.
- Installment of new karaoke machines
- Sequential installment of the latest karaoke machine "LIVE DAM Ai" (DAIICHIKOSHO) started on October 3 in all stores with karaoke.
- Renewal of all existing stores to stores with Spo-cha
- Adding and opening Spo-cha area is planned for existing standard stores in December. (Target Stores : Musashimurayama/ Narashino/ Matsuyama/ Tsutakachaya)
-Fee Revision
- On October 1 Bowling, Karaoke, Spo-cha fees (including tax) has been increased by approximately 3\%, Some of Amusement medal prices has been increased as well.


## The USA

Party plan

- All you can play in Bowling, Karaoke, Billiard, Arcade Games and all you can eat
"ALL INCLUSIVE PARTY" plan is under implementation (children and adults prices set).
- Extension of working hours
- Expansion of the stores with weekend closing time extended from 2 AM to 5 AM. Applied in $\mathbf{1 0}$ stores at the end of September.


## - Hard liquor sale

- Sale of hard liquor started in stores sequentially. On sale in 6 stores at the end of September. Start of sale in $\mathbf{5}$ more stores is planned after October.


## New equipment and system implementation

## ROUND1 LIVE implementation



Installation completed in June.
System was completely released in August.

No change has been made since announcement on August 7, 2019.

## What is "ROUND1 LIVE" ?

Network service providing users new original experience connecting and sharing various content real time with the users of Round One stores across Japan via multiple monitors and cameras installed in Bowling and Karaoke.

## "ROUND1 LIVE" content

## "LIVE de Free Matching"

"LIVE de Appointed Matching"
"LIVE de Duet"
(only in Karaoke)
"Battle Bowling"•"Battle Karaoke"
"LIVE de Cash Back Quest"
"LIVE de Cash Back Mission"
"Free LIVE"
"Nationwide LIVE Fan Meetings"
"Nationwide LIVE Challenge Match" (only in Bowling)
"Nationwide LIVE Off-line Gathering"
"Nationwide LIVE group network"

Content connecting Bowling and Karaoke users real time and using Matching function.
"LIVE de Duet" is the Japan`s first system allowing distant companions sing together.

Content using distributing function allowing users across Japan participate in various events. Anyone can be a content distributor. "Nationwide LIVE Challenge Match" allows fans from distant areas to compete with their favorite Probowlers.

LIVE network function connecting many users at the same time. "Nationwide LIVE group network" allows entire company or other large group to host large bowling tournament.

## New stores scheduled

## New store openings planned in term 2020.3

(The USA: 10 or more store openings per year is a target)
※ Except for the opened stores tentative store names are indicated.

|  | Opening date | Nation |  | Store name / region | Store type | Operating floor area |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | July 2019 (opened) | The USA | №33 | Southland / Hayward, Californ | Standard, Roadside (Within mega shopping center) | 49,679sq.ft. |
| 2 | August 2019 (opened) | The USA | №34 | Meadowood / Reno, Nevada | Standard, Roadside (Within mega shopping center) | 41,992sq.ft. |
| 3 | October 2019 (opened) | The USA | №35 | Park Place / Tucson, Arizona | Standard, Roadside (Within mega shopping center) | 45,587sq.ft. |
| 4 | Autumn 2019 | The USA | №36 | Meadows / Las Vegas, Nevada | Standard, Roadside (Within mega shopping center) | 45,480sq.ft. |
| 5 | Autumn 2019 | The USA | №37 | The Mall at Fairfield Commons / Beavercreek, Ohio | Standard, Roadside (Within mega shopping center) | 50,711sq.ft. |
| 6 | Winter 2019 | The USA | №38 | Towson Town Center / Towson, Maryland | Standard, Roadside (Within mega shopping center) | 53,985sq.ft. |
| 7 | Winter 2019 | The USA | №39 | Fashion District / Philadelphia, Pennsylvania | Standard, Roadside (Within mega shopping center) | 57,864sq.ft. |
| 8 | Winter 2020 | The USA | №40 | Valley River Center / Eugene, Oregon | Standard, Roadside (Within mega shopping center) | 61,886sq.ft. |
| 9 | Spring 2020 | The USA | №41 | Burbank Town Center / Burbank, California | Standard, Roadside (Within mega shopping center) | 44,092sq.ft. |
| 10 | Spring 2020 | The USA | №42 | Town East Square / Wichita, Kansas | Standard, Roadside (Within mega shopping center) | 41,387sq.ft. |

## New store openings planned in term 2021.3 and after

|  | Opening date |  | Store name (tentative name) / region |  | Opening date | Store name (tentative name) / region |  |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| 1 | Spring 2020 | №43 | Vancouver / Vancouver, Washington | 9 | Spring 2021 | №50 | Quail Springs / Oklahoma City, Oklahoma |
| 2 | Spring 2020 | №44 | Westfield Galleria at Roseville / Roseville, California | 10 | Spring 2021 | №51 | Rivertown Crossings / Grandville, Michigan |
| 3 | Summer 2020 | №45 | Freehold / Freehold, New Jersey | 11 | Spring 2021 | №52 | Potomac Mills / Woodbridge, Virginia |
| 4 | Summer 2020 | №46 | Northwoods / North Charlston, South Carolina | 12 | Spring 2021 | №53 | Pembroke / Pembroke Pines, Florida |
| 5 | Summer 2020 | №47 | Glenbrook Square/ Fort Wayne, Indiana | 13 | Spring 2021 | №54 | Cumberland / Atlanta, Georgia |
| 6 | Summer 2020 | $\begin{gathered} \text { №01 } \\ \text { (Russia) } \\ \hline \end{gathered}$ | Europeiskiy / Kievskaya, Moscow | 14 | Spring 2021 | №55 | South County Center / St. Louis, Missouri |
| 7 | Winter 2020 | №48 | South Hill / Puyallup, Washington | 15 | Winter 2021 | №56 | Neshaminy / Bensalem, Pennsylvania |
| 8 | Spring 2021 | №49 | Deptford / Deptford, New Jersey | 16 | Winter 2021 | №57 | Park City Center / Lancaster, Pennsylvania |

※ Information in this New stores schedule concerns only stores with concluded lease agreements as of release date, number of store openings in performance plan may differ.
※ For the term 2021.3 and after in addition to Japan and the USA new store openings in China, Russia and other Asia region is under discussion.
※ 8 stores of new stores planned in term 2021.3 and after are planned to be stores with Spo-cha area.
※ Lease agreements of $\mathbf{2 1}$ stores are under negotiation at present time.

## Existing stores and principles of conditions <br> for future stores openings in the USA

[Operating 35 stores as of the end of October, 2019]

|  | Opening date | Store name / region | Operating floor area |
| :---: | :---: | :---: | :---: |
| 1 | August 2010 | Puente Hills / City of Industry, California | 60,000sq.ft. |
| 2 | $\begin{array}{\|l} \hline \begin{array}{l} \text { September } \\ 2012 \end{array} \end{array}$ | Moreno Valley / Moreno Valley, California | 44,448sq.ft. |
| 3 | August 2013 | Lakewood / Lakewood, California | 43,523sq.ft. |
| 4 | October 2014 | Stratford Square / Bloomingdale, Illinois | 39,893sq.ft. |
| 5 | $\begin{array}{\|l} \hline \text { December } \\ 2014 \\ \hline \end{array}$ | Arlington Parks / Arlington, Texas | 64,911sq.ft. |
| 6 | May 2015 | Main Place / Santa Ana, California | 40,676sq.ft. |
| 7 | July 2015 | Southcenter / Tukwila, Washington | 41,672sq.ft |
| 8 | $\begin{array}{\|l\|} \hline \text { September } \\ 2015 \end{array}$ | Eastridge / San Jose, California | 52,064sq.ft. |
| 9 | $\begin{aligned} & \hline \text { December } \\ & 2015 \end{aligned}$ | Silver City Galleria / Taunton, Massachusetts ※ | 64,697sq.ft. |
| 10 | May 2016 | Grapevine Mills / Grapevine, Texas ※ | 81,316sq.ft. |
| 11 | August 2016 | Sunvalley / Concord, California | 47,295sq.ft. |
| 12 | $\begin{aligned} & \text { December } \\ & 2016 \end{aligned}$ | Exton / Exton, Pennsylvania | 58,362sq.ft. |
| 13 | January 2017 | Southwest / Littleton, Colorado | 60,498sq.ft. |
| 14 | March 2017 | Stonecrest / Lithonia, Georgia | 50,533sq.ft. |
| 15 | March 2017 | Fox Valley / Aurora, Illinois | 51,708sq.ft. |
| 16 | July 2017 | Broadway Mall / Hicksville, New York | 50,604sq.ft. |
| 17 | $\begin{array}{\|l} \hline \text { September } \\ 2017 \\ \hline \end{array}$ | Crystal Run / Middletown, New York | 46,085sq.ft. |
| 18 | October 2017 | Great Lakes Crossing / Auburn Hills, Michigan | 51,743sq.ft. |


|  | Opening <br> date | Store name / region | Operating <br> floor area |
| :--- | :--- | :--- | :--- |
| 19 | November <br> 2017 | Northwoods / Peoria, Illinois | 58,825 sq.ft. |
| 20 | January <br> 2018 | Four Seasons / Greensboro, North Carolina | 61,708sq.ft. |
| 21 | March 2018 | Great Lakes / Mentor, Ohio | 50,996 sq.ft. |
| 22 | June 2018 | Maine / South Portland, Maine | 44,056 sq.ft. |
| 23 | June 2018 | Coronado Center / Albuquerque, New Mexico | 48,505 sq.ft. |
| 24 | August 2018 | South Town Center / Sandy, Utah | 47,900sq.ft. |
| 25 | September <br> 2018 | Millcreek / Erie, Pennsylvania | 50,747 sq.ft. |
| 26 | November <br> 2018 | Jefferson / Louisville, Kentucky | 54,412 sq.ft. |
| 27 | December <br> 2018 | Gateway / LincoIn, Nebraska | 48,825 sq.ft. |
| 28 | December <br> 2018 | North Riverside Park / North Riverside, Illinois | 45,836 sq.ft |
| 29 | February <br> 2019 | Southridge / Greendale, Wisconsin | 47,295 sq.ft. |
| 30 | March 2019 | Northridge / Salinas, California | 52,419 sq.ft. |
| 31 | March 2019 | Holyoke / Holyoke, Massachusetts | 52,455 sq.ft. |
| 32 | March 2019 | Promenade Temecula / Temecula, California | 50,071 sq.ft. |
| 33 | July 2019 | Southland / Hayward, California | 49,679 sq.ft. |
| 34 | August2019 | Meadowood / Reno, Nevada | 41,992 sq.ft. |
| 35 | October <br> 2019 | Park Place / Tucson, Arizona | 587 sq.ft. |

※Kids play zone is operated in some areas. Opened in Grapevine Mills in October 2016 and in Silver City Galleria in March 2017. Classification by color refers to "High Profitability (yellow)", "Average Profitability (green)" and "Low Profitability (pink)" stores. Classification by color is updated four times a year for disclosure.
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## Existing stores and principles of conditions for future stores openings in the USA

Information have been updated
due to the revision of the Term'Plan on November 8, 2019.

| Expansion candidates | Opening in large shopping malls throughout the USA (There are approximately 900 malls that apply to our conditions) |
| :---: | :---: |
| Operating floor area | 42,000sq.ft. $\sim 64,000$ sq.ft. |
| Demographics | Over 150,000 within 5 miles, Over 400,000 within 10 miles |
| Target customers | shopping mall customers (young adults at night, mainly college students) / projected male - female rate is 50-50 |
| Avg. spending / customer | About \$14 |
| Sales share | Amusement about 67\%, Bowling about 13\% , Food \& beverage about 13\%, Karaoke (excluding Food \& beverage ) about 1\%, Party about 3\%, Other about 3\% |
| Investment amount | About $\$ 7.20 \mathrm{mn}$ ( $¥ 0.78 \mathrm{bn}$ ) • lease about $\$ 2.00 \mathrm{mn}$ ( $¥ 0.21 \mathrm{bn}$ ), cash about $\$ 5.20 \mathrm{mn}$ ( $¥ 0.56 \mathrm{bn}$ ) <br> Breakdown: Facility related about $¥ 0.27 \mathrm{bn}$, Furniture \& fixtures about $¥ 0.14 \mathrm{bn}$, Amusement machines (leased) about $¥ 0.22 \mathrm{bn}$, Bowling equipment about $¥ 0.08$ bn, Opening expenses about $¥ 0.07 \mathrm{bn}$ |
| Lease fee conditions | Service life 7 years (For amusement machines changed in previous term from $\mathbf{3}$ to 7 years) $\Rightarrow$ after 8th year lease fees become less which helps the profitability |

In calculation of investment amount exchange rate $\$ 1=¥ 109$ is used.
[Present state: facility investment and earnings]
※Figures are updated once a year for disclosure.

| Classification by profitability |  | High profitability store | Average profitability store | Low profitability store |
| :---: | :---: | :---: | :---: | :---: |
| Year budget | Total sales | \$7.20mn(¥0.78bn) | \$5.60mn(¥0.61bn) | \$3.40mn(¥0.37bn) |
|  | Operating income (1st year) | \$0.70mn(¥0.08bn) | \$0.00mn( $¥ 0.00 \mathrm{bn}$ ) | \$(1.30)mn( $¥(0.14) \mathrm{bn})$ |
|  | Operating income (2nd~7th year) | \$1.60mn(¥0.17bn) | \$0.90mn(¥0.10bn) | \$(0.40)mn(¥(0.04)bn) |
|  | Operating income (8th year~) | \$1.80mn(¥0.20bn) | \$1.00mn(¥0.11bn) | \$(0.20)mn( $\ddagger(0.02) \mathrm{bn})$ |
|  | Operating income rate (2nd ~ 7th year) | 22.2\% | 16.1\% | - |

[^2]
## Statistical snapshot of stores

## Trend in number of stores

Plan of the Term has been revised on November 8, 2019.

| Japan | ~Term 2010.3 | Term 2011.3 | Term 2012.3 | Term 2013.3 | Term 2014.3 | Term 2015.3 | Term 2016.3 | Term 2017.3 | Term 2018.3 | Term 2019.3 | $\underset{(\text { Plan })}{\text { Term } 2020.3}$ |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
| No. of store | 112 | 3 | 1 | 3 | - | 2 | 1 | 2 | 1 | 1 | - |
| ${ }^{\text {No of oftore }}$ closings | $※ 7$ | - | - | $※ 1$ | - | - | $※ \quad 1$ | ※ 8 | - | ※ 4 | ※ 2 |
| No. of stores at | 105 | 108 | 109 | 111 | 111 | 113 | 113 | 107 | 108 | 105 | 103 |
| The USA | ~Term 2010.3 | Term 2011.3 | Term 2012.3 | Term 2013.3 | Term 2014.3 | Term 2015.3 | Term 2016.3 | Term 2017.3 | Term 2018.3 | Term 2019.3 | $\underset{\text { (Plan) }}{\text { Term } 2020.3}$ |
| $\begin{aligned} & \text { No. of store } \\ & \text { openings } \end{aligned}$ | - | 1 | - | 1 | 1 | 2 | 4 | 6 | 6 | 11 | 11 |
| ${ }^{\mathrm{NO}} \mathrm{c}$ oristore | - | - | - | - | - | - | - | - | - | - | - |
| No. of stores at the end of term | - | 1 | 1 | 2 | 3 | 5 | 9 | 15 | 21 | 32 | 42 |
| Consolidated | ~Term 2010.3 | Term 2011.3 | Term 2012.3 | Term 2013.3 | Term 2014.3 | Term 2015.3 | Term 2016.3 | Term 2017.3 | Term 2018.3 | Term 2019.3 | $\underset{\text { (Plan) }}{\text { Term } 2020.3}$ |
| No. of stores at the end of term | 105 | 109 | 110 | 113 | 114 | 118 | 122 | 122 | 129 | 137 | 145 |

※ Reason for closure of 23 stores (expiration of contract periods: 12 stores, removing intra-company competition: 6 stores, construction of new large stores in the neighborhood: 3 stores,
reconstruction: 1 store, closure of trial store (trial period about 2 years): 1 store).
reconstruction: 1 store, closure of trial store (trial period about 2 years): 1 store).

## Japan 103 stores (at the end of September 2019) Number of stores breakdown

| Stores by store type |  |  |  | No. of stores at <br> the end of term |
| ---: | ---: | ---: | ---: | ---: |
| Standard |  | Stadium |  |  |

Consolidated 137 stores (at the end of September 2019)
※ All the USA stores are standard roadside type, leased stores only.

| Stores by ownership |  | No. of stores at <br> the end of term |
| ---: | ---: | ---: |
| Leased stores | Own stores |  |
| 82 | 103 |  |

※Own stores include 8 stores with owning right for land \& building, and 13 stores with owning right for building with tenants.
Number of stores breakdown

| Area | Japan |  |  |  |  |  |  |  | The USA | Total |
| :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: | :---: |
|  | $\begin{gathered} \hline \text { Hokkaido / } \\ \text { Tohoku } \end{gathered}$ | Hokuriku/ Koshinetsu | Kanto | $\underset{\text { Tokai }}{\text { Chubu }}$ | Kansai | Chugoku Shikoku | $\begin{aligned} & \text { Kyushu } / \\ & \text { Okinawa } \end{aligned}$ | Subtotal |  |  |
| No. of stores | 11 | 4 | 32 | 12 | 25 | 8 | 11 | 103 | 34 | 137 |
| Share | 8.0\% | 2.9\% | 23.5\% | 8.8\% | 18.2\% | 5.8\% | 8.0\% | 75.2\% | 24.8\% | 100.0\% |

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[^0]:    (Note) (1) Term 2019.3 Actual: Openings (1 store in Japan, 11 stores in the USA), closings (4 stores in Japan).
    Term 2020.3 Revised Plan: Openings (10 stores in the USA), closings ( 2 stores in Japan)
    (2) Extraordinary income \& loss includes Japan and the USA royalty.
    [Term 2019.3 Actual] Extraordinary income \& loss: Impairment loss $¥(0.60)$ bn ( 9 stores in Japan $¥(0.15)$ bn, 1 store in the USA $¥(0.45)$ bn),
    Loss on disposal of amusement substrates, etc. $¥(0.52)$ bn.
    [Term 2020.3 Revised Plan] Extraordinary income \& loss: Impairment loss $¥(1.24)$ bn ( 3 stores in Japan $¥(0.60)$ bn, 2 stores in the USA $¥(0.64)$ bn), Loss on disposal of amusement substrates, etc. $¥(0.49)$ bn.
    (3) In calculation of the USA plan exchange rate $\mathbf{\$ 1}=¥ 109$ is used.( $\$ 1=108.6$ was used in the 1 st half)
    ※ Consolidated plan is adjusted, hence total operating income for Japan and the USA does not match consolidated operating income

[^1]:    ※Karaoke sales for term 2001.3~2005.3 are included to "Others".

[^2]:    ※ Initial year`s operating income includes opening expenses and rent allocated for construction period. Except head office expenses.
    ※ Average profitability store figures are average of all stores.

